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Summary: technical cooperation projects operational in 1996

ATTACHMENT 3

to the

ANNUAL REPORT ON THE ACTIVITIES OF THE INTERNATIONAL TRADE CENTRE UNCTAD/WTO

1996

Project title, number and source of financing	Description	Activities/Achievements
COUNTRY AND REGIONAL PROJECTS		
AFRICA		
Country projects		
Botswana - Trade Expansion and Diversification. BOT/91/002. UNDP	Enhancement of the capacity of the Trade and Investment Promotion Agency of the Ministry of Commerce and Industry as the focal point for promoting export-oriented investment.	After a series of training events, carried out the last planned activity, a workshop on "Effective planning and participation in trade fairs and exhibitions", in partnership with the Botswana Export Training Unit of the Institute of Development Management.
Cape Verde - Import Operations and Techniques. Cape Verde CVI/80/85. SIDA	Improvement of the import management capacities of economic operators (through training), and of enterprises and government cadres (through the provision of advice). Setting up of information units and training structures, and updating related legislation.	Established two sustainable regional training units in import management. Set up four regional information units. Completed the updating of national legislation on importing. Completed the training of importers (including training in commercial English) and installed the electronic equipment for import management.
Eritrea - Trade and Export Development. ERI/94/006. UNDP.	To lay the foundation for national capacity building for the implementation of Eritrea's Action Plan for Development of the Trade Sector. Areas to be covered: trade strategy, competitive exports, trade information, trade support services, strengthening women's role in trade activities, trade-related human resource development.	Carried out a survey to identify exportable products and to establish their export potential, identify and assess needs in international purchasing and supply management, and determine requirements in terms of the trade promotion infrastructure and support services. Elaborated an export and trade development programme on the basis of survey findings.
Ethiopia - Creation of Trade and Industrial and Information System, and Improved Import Management Systems at the Ministry of Trade and Industry. ETH/94/005. UNDP.	Review and assess priority needs for improving import procedures, tendering and evaluation, logistics, training and government procurement. Improve trade information.	Recommended a system for the improvement of the trade information system. On the basis of the reviews and assessments, proposed steps (including training) to improve international purchasing and procurement procedures and practices.
Malawi - Development of Industrial, Trade and Export Strategy. NC/MLW/95/01D. UNIDO under TSS2.	Undertake studies within a multi-disciplinary framework leading to the formulation of an industrial, trade and export strategy for Malawi.	Elaborated an industrial, trade and export strategy on the basis of studies undertaken by a multi-disciplinary team. Held national symposium on the draft strategy in Blantyre to obtain inputs from a wide range of trade development partners.

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Morocco - Seminar on Export Strategies. CMPE. Morocco.	An ITC consultant to conduct a seminar on export strategy organized by the CMPE.	Seminar held in Casablanca from 17 to 18 April 1996, for about 25 participants from exporting enterprises.
Morocco - Assistance to Enterprises in the Textile Sector. CMPE. Morocco	Assistance to be provided to selected enterprises in the textile industry.	Advised 15 exporting firms in the textile industry on production and quality control.
Namibia - Public Procurement and Materials Management. NAM/90/501. UNDP.	Improvement of Namibia's public procurement system and operations.	Developed modular public procurement training materials; trained the newly appointed Secretary of the Tender Board
Nigeria - Agriculture and Rural Development Programme. NIR/95/029. UNDP.	Development of the capacity of designated national focal point institutions, including the Federal Ministry of Women Affairs and Social Development in Export Promotion. Export development of identified products. Trade-related human resource development, particularly in trade-support services.	Project started in late 1996. Technical support provided in trade information, international purchasing and supply management, and product and market development.
Sierra Leone - Export Development, Diversification and Promotion. SIL/93/007. UNDP.	Development and upgrading of the technical capacity of the Sierra Leone Export Development and Investment Corporation and the Sierra Leone Chamber of Commerce, Industry and Agriculture to enable them to provide effective support services to the business sector on a sustained basis. Promotion, development and marketing of certain export products.	Established the foundation for setting up export production villages for the export supply and marketing of ginger, artisanal ethnic garments, crafts and fish products. Enhanced the technical capacity of the Institute of Development Management, the project's partner organization in HRD. Organized training events in trade promotion, including a special workshop on export business management and marketing for women entrepreneurs. The workshop was held in partnership with the Ghana EMPRETEC Foundation.
Sudan - Export Development and Promotion. SUD/93/004. UNDP.	Technical support to the private sector in export activities. Strengthening the trade information system. Human resource development.	Upgraded the trade information system and provided electronic mail facilities. Strengthened the national capacity for trade promotion. Trained personnel in specific areas of trade information and trade promotion.
U.R. Tanzania - Trade-Related Human Resource Development, Phase I. URT/95/008. UNDP.	Strengthening of the technical capacity of the Board of External Trade (BET). Provision of technical support services to the business sector.	Provided BET with technical advisory services. Offered trade information and marketing advisory services to exporters. Supported resource mobilization vis-à-vis resident representatives of donor countries for a large-scale national trade development programme.
Togo - Multisectoral Assistance Programme - Trade Promotion Component. TOG/95/001. UNDP.	Consultancy services to be provided on export promotion strategies, training, and import operations and techniques.	Developed an export promotion strategy and a plan of action, covering, among other matters, the institutional framework for export development.

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Uganda - Improvement of Import Operations and Techniques. UGA/61/59. Switzerland.	Improve the cost-effectiveness of international purchasing and supply management operations in Uganda by building up local capacities to provide related training, consultancy services and information.	Held the first annual conference of the Procurement & Logistics Management Association, a body established under the project. Implemented pilot IPSM training programmes and developed awareness-creating events in information consultatory services. Produced pilot market and product briefs.
Uganda - Promotion of External Trade. UGA/90/019. UNDP.	Formulation of medium- and long-term export strategy and sectoral plans. Establishment of computerized trade information service as part of activities to strengthen trade support capacities. Promotion and development of export products.	Carried out a supply survey and a study of export potential. Set up an efficient trade information system. Enhanced national capacity for trade promotion.
Zambia - Import Procurement and Management. ZAM/80/84. SIDA.	To establish and make operational procurement units at the Ministries of Health, Agriculture and Education. To prepare new comprehensive public procurement guidelines. To develop specialized training capacities in international purchasing and supply management within the Zambia Institute of Management.	Provided on-the-job training in the three target Ministries. Held workshops on the new public procurement guidelines. Internship for four senior procurement officers in PROMAT, a training institution in Johannesburg.
Regional projects		
Trade-related Human Resource Development. RAF/47/64. Netherlands.	Adaptation of ITC's generic Global Competitiveness Curriculum and development of teams of trade tutors in four regions of South Africa and in other SACU countries.	Started project in July 1996. Selected partner organizations and trade tutors. Developed Trade Tutor Team-Building Programme and Global Competitiveness Curriculum. Held consultative meetings on the Programme and the Curriculum in Southern Africa (Botswana, Lesotho, Namibia, South Africa and Swaziland).
ITC/UNCTAD/WTO Integrated Technical Assistance Programme for Africa. RAF/13/01. WTO and GTF.	Needs analysis and programme design for Burkina Faso, Uganda and the United Republic of Tanzania within the framework of the programme on the follow-up to the Uruguay Round.	Formulated project proposals for joint ITC/UNCTAD/WTO technical assistance to Burkina Faso, Uganda and the United Republic of Tanzania.
Identification of Trade Opportunities to Support the OAU in Organizing the Seventh All-Africa Trade Fair. RAF/79/01. OAU.	Analysis of trade data to identify products which have the greatest potential for intra-African trade expansion.	Produced profiles on eight product groups. Carried out overview of the Nigerian (host country) market.

Project title, number and source of financing	Description	Activities/Achievements
Development of ECOWAS Intra-Subregional Trade Opportunities Database. RAF/75/13. EU.	Design and installation of trade opportunities management software for ECOWAS member countries.	Designed ECOWAS/TOPS software. Installation envisaged for March 1997 at the ECOWAS Community Computer Centre (Lomé).
Trade Expansion in Southern Africa (Preparatory Assistance). RAF/47/58. Netherlands.	Identification of subregional trading opportunities and programming of export development assistance to South Africa's SMEs.	Carried out trade flow analysis identifying 996 products with potential for subregional trade; designed trade information support programme for local business service centres; formulated large-scale programme for subregional trade expansion.
Programme of Assistance to African Women in Business and International Trade Environment and Trade-led Economic Reforms. RAF/37/11. Italy.	Consolidation of prior research into the needs of African women entrepreneurs particularly those operating in the SME sector, and formulation of recommendations and proposals for follow-up action in three areas - trade information, human resource development and trade financing.	Carried out research on the following base countries: Burkina Faso, Côte d'Ivoire, Eritrea, Ethiopia, Ghana, Guinea-Bissau, Kenya, Senegal, Uganda and the United Republic of Tanzania. Prepared report on "African rural women and trade-led economic growth: analysis and proposals for the agro-based rural sector". Initiated the formulation of proposals on trade information, trade financing and human resource development.
Assistance in the Establishment of the African Economic Community: Export Development Support to Dynamic African Enterprises. RAF/24/70, Denmark; RAF/47/51, Netherlands.	Identification of intra-African trading opportunities and assistance to African enterprises in taking advantage of these opportunities	Organized a buyer-seller meeting on food and beverages in South Africa to promote regional exports to that country; negotiated business valued at $US 47 million. Initiated preparations for second buyer-seller meeting.
PTA Trade Development and Promotion. RAF/93/002. UNDP.	Contribute to economic integration in Eastern and Southern Africa through trade expansion. Programme modules group related activities within a multi-disciplinary environment, as follows: market and product development and promotion; trade information networking; and trade support centres.	Held two buyer-seller meetings in Kenya and Mauritius, resulting in US$17.0 million worth of new intraregional trade. Provided enterprise-specific assistance to 10 companies. Carried out workshops in 5 countries on doing business in COMESA. Enhanced TINET through links with the Internet. Subcontracted 40 supply and demand surveys to national chambers of commerce and TPOs.
Capacity Building for Trade and Development. RAF/96/001. UNDP.	Formulation of regional trade and development programme for Africa in the post Uruguay Round environment.	Carried out needs assessment missions to selected African countries and formulated inputs for UNDP regional strategy.

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ASIA AND PACIFIC		
Country projects		
Bangladesh - Export Development and Promotion. BGD/91/004. UNDP.	Assistance to the Government of Bangladesh in diversifying and expanding its non-traditional exports through direct assistance to a large number of selected export-oriented enterprises and strengthening the Export Promotion Bureau, the national focal point for trade promotion.	Continued export development of priority non-traditional products such as jewellery, stuffed toys, flowers and handicrafts. Organized consultancy missions, marketing missions and study tours for selected exporters of the above-mentioned products.
China, P.R. - Development of Exports from Guizhou and Yunnan Provinces. CPR/22/02. China.	A preparatory assistance project to formulate a proposal for an integrated project of technical cooperation in trade promotion for the provinces of Guizhou and Yunnan.	Assessed the needs of the two provinces for technical cooperation and identified their priority areas; formulated related follow-up project proposals. Carried out in-service training at ITC for two trade information officers from Yunnan.
China, P.R. - Stimulation of Growth and Employment in South-West and North-West Provinces and Autonomous Regions through Promotion of Economic Cooperation. CPR/91/606. UNDP.	Promotion of economic cooperation between China's south-western and north-western provinces and their neighbouring countries.	With the Chinese authorities in Kunming, organized a high-level symposium on the development of the Mekong subregion; during the symposium identified priority areas for development and discussed financing means for future projects. Disseminated the findings of the ITC study on "Enhancing Trade between Southern China and the Indo-Chinese Subregion."
India - Promoting Export of Floriculture Products. IND/94/004. UNDP.	Increase exports of cut flowers and enhance employment in rural areas particularly for women. This is to be done by increasing the knowledge of existing enterprises and potential exporters about market requirements and perspectives.	Technical assistance provided to 12 enterprises in post-harvest handling and production. Held two rounds of dissemination seminars in three locations. Undertook study of the market and market opportunities in Eastern Europe. Carried out market orientation mission in the Far East. Continued to provide Market News Service weekly reports on prices and trends.
India - Promoting the Quality and Export of Indian Spices. IND/94/003. UNDP.	The projects seeks the improvement of the quality of Indian spices; market development and promotion; and strengthening of related trade information services.	Upgraded quality control equipment; organized sales missions and participation in trade fairs. Trained Spices Board officials in trade information collection and analysis.

Project title, number and source of financing	Description	Activities/Achievements
India - Promoting Exports of Wood-based Handicrafts. IND/95/001. UNDP.	Aims at increasing exports of wood-based handicrafts on a sustainable basis as part of the larger national effort to increase exports and generate income and employment for the benefit of low-income artisans. The project provides assistance in design, product development, quality control, the improvement of tools and marketing, and upgrades common facility centres.	Provided training in design. Developed prototypes of new products, which were exhibited at the Indian Handicrafts and Gifts Fair, Bangalore, in September 1996 and at a similar fair in Delhi in January 1997. Provided advice on design to technical development centres in pilot craft-producing regions in the country.
India - Study on an Integrated Production, Processing and Marketing Strategy for the Indian Silk/Sericulture Industry. IND/74/01. Tata Consultancy Services	International component of a study to assess the status of the Indian sericulture and silk industries both domestically and externally	Made initial contacts and recruited specialists for a variety of inputs. Carried out preliminary market research on Europe and drew up overall plan for the conduct of the study.
India - Trade-related Entrepreneurship Assistance and Development for Women. IND/24/78. Denmark.	Technical assistance in product and market development, and human resource development for 45,000 women in the following target groups: established entrepreneurs, new entrants/emerging entrepreneurs, and group-level entrepreneurship for poor women in rural areas and in urban slums.	Preparatory assistance phase initiated. Coordination of inter-agency inputs ensured (ILO, UNIDO, UNDP, UNIFEM).
Indonesia - Training for Indonesian Trade Information Specialists. INS/31/04. Indonesia.	Training programme for NAFED trade information officers.	Three NAFED trade information specialists participated in a two-week training session at ITC and in a study tour to London.
Islamic Republic of Iran - Development and Promotion of Non-oil Exports. IRA/96/002. UNDP.	The project aims at diversifying exports through, *inter alia*, the preparation of a strategy for the development and promotion of non-oil exports, and product and market development for enterprises in priority sectors. Trade service functions will be strengthened. Trade information operations at the provincial level will be improved and Trade Point Centres could be established.	Since the project began in October 1996, national consultants have been analysing the country's current situation at the macro-, meso- and institutional levels to prepare the ground for the work of international consultants, scheduled to start in early 1997.

Project title, number and source of financing	Description	Activities/Achievements
Korea, P.R. - International Economic Cooperation Programme. DRK/95/001. UNDP.	Programme aims at assisting the country in diversifying its international commercial relationships and thus to expand and realize its export potential. The programme consists of three elements: support to the Rajin-Sonbong Free Trade and Economic Zone; support to selected garment exporting factories; support to the Research Institute for External Economies.	A consultancy mission by a trade information specialist to Pyongyang identified the needs for technical assistance and training of the Research Institute for External Economies. About 20 researchers were trained in international market research and computer applications.
Malaysia - Strengthening the Trade Information System in FAMA. MAL/93/010. UNDP.	Development of a market information system in the Federal Agricultural Marketing Authority (FAMA), Ministry of Agriculture. Assistance in trade information and market development advice to exporters of horticultural/floricultural products.	Held two seminars on the potential offered by selected markets in the European Union and in Hungary for exports from Malaysia of fresh tropical fruits and fresh-cut flowers.
Papua New Guinea - High-level Study of the Impact of APEC on Papua New Guinea. PNG/95/001. UNDP.	Policy advice and recommendations to the national authorities on their plan to establish a subregional centre for Pacific Island countries within the framework of the Asia-Pacific Economic Cooperation (APEC) forum.	Carried out consultancy mission in connection with the government proposal to establish the Pacific Islands APEC Centre. The report on the mission presented an outline of a project proposal for the consideration of donors.
Sri Lanka - Export Development for the Decade of Exports. SRL/93/007. UNDP.	The project has been supporting the implementation of the Sri Lanka Decade of Exports (1992-2001) through assistance to the export sector in trade information and product/market development. Activities are being channelled through the Export Development Board, the focal point for export promotion in Sri Lanka	Activities concentrate on developing the capacity of the trade information system of the Export Development Board and on product and market development for items such as garments, sports footwear, hand-loom products, computer services, ceramics and other products. A delegation visited Germany and Switzerland and met 30 potential importers of garments in these two markets. A survey was carried out on the market opportunities for Sri Lankan hand-loom products in Sweden which was followed by a marketing mission to this market in early 1997. Direct contacts were also established with a large number of software and footwear companies in the United States and the Middle East as a result of two promotional missions to these markets by the exporters concerned.
Viet Nam - Import Management and Procurement in the Socialist Republic of Viet Nam (Phase II). VIE/80/87. SIDA.	Improvement of procurement operations at government and enterprise levels; strengthening the local procurement training capability.	Published and distributed 24 procurement-related guides in Vietnamese. Trained procurement staff in the health sector. Trained and provided consultancy services to procurement staff in the electrical and other economic sectors.

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Regional projects		
Export Development and Business Networking in the Asia-Pacific Economic Cooperation forum. RAS/39/19. Japan.	Policy and institutional assessment of selected priority export sectors in several APEC countries, in cooperation with regional/national counterpart institutions and consultants; assistance in the development of institutional networks for business development.	Project approved in late 1996. Initial consultations were held with authorities in the Philippines, which had the APEC chairmanship in 1996.
Jute Market Promotion in Japan (Traditional and New Products). RAS/77/11. IJO.	Generic promotion of jute products to increase consumption of jute.	Prepared and distributed technical promotional materials. Organized seminars. Participated in trade fairs and in the Internet Home Page on Jute.
Market Development and Promotion of Jute Goods in Western Europe. RAS/77/12. IJO.	Generic promotion of jute yarn and carpet backing cloth in Europe.	Participated in the DOMOTEX Carpet Fair. Distributed labels. Made technical advisory visits. Developed data bank on end-users of jute geotextiles.
Strategies for Regional Economic Integration through Trade Expansion in SAARC. RAS/20/89. Canada.	Needs assessment and programme development missions supported by country-level research and analysis by national consultants. The areas covered are the policy and institutional framework for trade, capacities and constraints.	Research on, and fact-finding mission to, seven SAARC member countries to assess needs; resulted in comprehensive country reports and a proposal for a subregional framework to improve SAARC trade linkages and institutional networking.
Expand Exports by Small and Medium-sized Enterprises (SMEs). RAS/92/036. UNDP.	Assessment of policy framework, institutional capacities and constraints to export development faced by SMEs in participating countries. The project falls within the framework of the regional programme on trade investments executed by ITC in cooperation with UNDP, UNCTAD, ESCAP, WIPO and IFC/FIAS.	Reorientation of the regional programme on trade and investments, with UNDP, UNCTAD, ESCAP, WIPO and IFC/FIAS. This resulted in the development of three pilot projects for Sri Lanka, Indonesia and Viet Nam, focusing on the sustainable human development issues of poverty alleviation, job creation, environmental management and women's involvement in trade. The pilot project in Sri Lanka, executed by ITC, aims at fostering supplier linkages between export-oriented agro-based projects and networks of out-growers/contractors.

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EUROPE AND MIDDLE EAST		
Country projects		
Albania - Consulting Services for the Assignment on Public Procurement. ALB/95/03. World Bank.	Support to public procurement	Drafted procurement guidelines based on the national public procurement law, and provided advice on standard bidding documents for the procurement process. Drew up plan for a training programme in this field.
Albania - Development of the Trade Information and Export Promotion Centre (Trade Information and Financing). ALB/37/10. Italy.	Strengthening of the institutional infrastructure for trade promotion, trade information and trade financing.	Assistance provided on the institutional infrastructure for trade promotion, trade information and export financing. Advisory missions carried out to Albanian organizations in their respective fields of expertise. Five officials of the Ministry of Industry, Transport and Trade (MITTA) trained at ITC in trade information. Familiarization visits by Albanian officials to ITC and to ICE, Rome. Trade documentation supplied to MITTA.
Belarus - Establishment of a Trade Information Service and Training in Market Research. BYE/93/002. UNDP.	Enterprise-level product and market development. Support to a major producer of oscilloscopes, portable precision instruments and voltmeters through advice on the design of, and export marketing techniques for, these products.	Redesigned BELVAR's oscilloscopes to Western specifications and tested them to obtain the TUV certification essential for entry into EU markets. Identified distributors in Germany and appointed one. Identified a possible joint venture partner in the United States and initiated the related negotiations. On the basis of this experience, started a similar product and market development project for another major Belarus enterprise.
Kuwait - Feasibility Study for the Establishment of a National Marketing Company. KUW/87/02. Industrial Bank of Kuwait.	Feasibility study for the establishment of a national marketing company in Kuwait. Implemented in collaboration with the Industrial Bank of Kuwait, financed by the Kuwait Foundation for the Advancement of Sciences.	Detailed report, including financial and economic analysis, prepared and submitted to the Industrial Bank of Kuwait. A seminar is scheduled in Kuwait for the last week of March 1997 to disseminate the findings and recommendations of the feasibility study.
Kyrgyzstan - Technical Assistance under Public Procurement Reforms. KYR/95/04. World Bank.	Support to public procurement.	Drafted procurement guidelines based on the national public procurement law, and provided advice on standard bidding documents for the procurement process.
Lebanon - Assistance for the Establishment of a Trade Information Centre. LEB/94/005. UNDP	Establishment of a Trade Information Centre in the Ministry of Economy and Trade.	Completed establishment of the Centre, which is now fully equipped with the necessary EDP facilities and documentation. Linked project to the Intra-Arab Trade Information Network (IATIN) for the purpose of exchanging trade information and information on business opportunities.

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Palestine - Export Development and Promotion for Selected High-value Floricultural Products from Gaza and the West Bank. PAL/58/05. Spain.	Development and promotion of exports of high-value floricultural products from the West Bank and Gaza. Being implemented in collaboration with the Welfare Association.	Organized a number of trade missions for Palestinian growers and exporters of floricultural products in selected European markets. Dispatched trial shipments to Europe. The project will explore and develop new marketing outlets for Palestinian floricultural products.
Poland - Concentrated Export Development Support to Selected Enterprises Producing/Exporting Engineering Products. POL/52/03, Poland; POL/61/64, Switzerland; POL/70/01, Sweden.	Export marketing and product adaptation support to 30 Polish engineering enterprises through in-plant workshops, export marketing activities in sales missions, participation in trade fairs. Selection of distributors.	Carried out four export marketing and three product adaptation workshops for a total of 110 participants. Organized participation of the Polish enterprises in the Zaragosa and Paris trade fairs. Organized four sales missions to Belgium, Denmark, Germany, the Netherlands, Sweden and the United kingdom. Assisted in the appointment of eight distributors in four countries.
Romania - Programme de formation d'acheteurs et d'acheteurs vacataires de Roumanie. ROM/61/63. Switzerland.	Training in purchasing and materials management.	In cooperation with the Swiss Association of Purchasing and Supply Management trained 24 purchasing specialists from Romania in an eight-week course covering modern methods of purchasing and supply management, and up-to-date training techniques.
Slovakia - Foreign Consultant Procurement Package - Preparation of Standard Bidding Documents and Procedural Guidelines and Instructions. SLO/95/02. World Bank.	Support to public procurement	Drafted procurement guidelines based on the national public procurement law, and provided advice on standard bidding documents for the procurement process.
Syrian Arab Republic - Support to Trade Policy and Export Promotion. SYR/92/007. UNDP.	Development and promotion of Syrian export products.The project has been implemented in collaboration with UNCTAD which dealt with the trade policy component of the project. The counterparts for this project have been the Foreign Trade Centre and the Federation of Syrian Chambers of Commerce.	Prepared summaries in English and Arabic of the recommendations made by ITC consultants who had carried out assignments under the project. These documents served as background papers for an UNCTAD/ITC round table held in Damascus in June 1996 to discuss follow-up activities in foreign trade development and promotion.
Russian Federation - Export Development Support to Key Enterprises in the Region of Tula, on the Basis of Environmental Protection Supportive Programmes. RUS/91/01. Administration of the Region of Tula.	Export marketing support to six Tula enterprises, promotion of existing products and assistance in contacts with Western business partners	Prepared export promotion materials; assisted in the presentation of investment opportunities and projects; organized visits by potential Western business partners.

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Ukraine - International Public Procurement (Preparatory Assistance). UKR/93/002. UNDP.	International public procurement.	Advice provided on the finalization of new government regulations and on an action plan for the preparation of a full-fledged law on public procurement. Trained two Ukrainian officials from the Ministry of Foreign Economic Relations, both specialists in public procurement, at ITC headquarters.
United Arab Emirates - Introducing ISO 9000 Quality Management Systems to the Food and Environmental Control Centre (FECC). UAE/95/007. Abu Dhabi Municipality through UNDP.	Assistance to FECC to introduce a quality management system meeting the requirements of international standards such as ISO 9000 and others.	Carried out a number of consultancy assignments.
Regional projects		
Intra-Arab Trade Information Network (IATIN Phase III). RAB/94/012. UNDP and ATFP.	Link IATIN headquarters in Abu Dhabi to the various Arab countries for the exchange of trade information on business opportunities, market access conditions, and potential sources of supply of selected products and services. The aim is to promote intra-Arab trade and regional economic integration.	Project document signed by UNDP and ATFP in March 1996. Some project activities implemented in 1996 by ATFP, the executing agency for the project. ITC is the implementing agency and its activities are expected to start in the first quarter of 1997.
OECD/ITC Workshop on Trade Promotion for Transition Economies. RER/62/01. Switzerland.	Trade promotion	Prepared 17 technical notes in English and Russian, covering the whole range of key issues and problems in trade promotion and approaches to their solution.
LATIN AMERICA AND THE CARIBBEAN		
Country projects		
Brazil - Trade Efficiency Promotion Center. BRA/94/009. UNDP and Brazil.	Five-year (1995-1999) project to assist in establishing a Trade Efficiency Promotion Centre in the Ministry of External Relations. Work areas: trade information, human resource development and institutional infrastructure for trade promotion.	Held discussions on, and provided guidelines for, the implementation of the project's master plan. Carried out re-programming mission in December 1996 for the resumption of project activities in 1997.

Project title, number and source of financing	Description	Activities/Achievements
Brazil - Institutional Strengthening of the Ministry of Health. BRA/90/032. UNDP.	Streamlining of supply management system and operations in the health sector in the State of Ceará.	Carried out preparatory assistance mission.
Chile - Apoyo a la exportación de productos agrícolas no tradicionales producidos por pequeños productores. CHI/88/02. FAO.	Technical assistance support to SMEs - export-oriented producers of selected agricultural products - particularly in the areas of trade information and market intelligence.	Technical inputs provided to selected counterpart government organizations in the area of market intelligence (including access to on-line databases) and for the preparation of market surveys. Carried out market surveys on medicinal plants, aromatic herbs and spices; frozen fruits; flowers, bulbs and seeds and ornamental plants; dried fruits; and organic horticultural products.
Colombia - Export Development Support to Selected Developing Country Enterprises Producing/Exporting Fresh Horticultural Products. COL/39/15. Japan.	Promote development of exports from the horticultural sector through support to selected enterprises; institutional strengthening of national bodies dealing with the production and export of horticultural products; and building up a "quality culture".	Carried out two seminars on the international marketing of horticultural products for about 50 participants. Continued to help the Corporación Colombia Internacional in quality management and packaging. Supply and demand analysis of organic products in relation to the European market. Elaborated proposal for free trade zones for horticultural products. Carried out project evaluation and formulated a proposal for the second phase.
Regional projects		
Trade Expansion between Central American Countries Members of the Central American Common Market (CACM). RLA/47/63. Netherlands.	Preparatory phase of a three-year project aimed at technical cooperation with about 300 export-oriented SMEs and selected private and public institutions with a view to supporting regional efforts to promote intraregional trade. Project has three components: product and market development, trade information and human resource development.	Stock taken of the principal projects and programmes developed by CACM with the support of major international organizations dealing with the provision of financial or technical assistance, undertaking missions to the World Bank, IDB and UNDP-NY in this connection. Reviewed institutional capacity of CACM to support further interregional trade development. Carried out detailed analysis of potential agro-based and manufactured products to be covered by the project. Trade flow analysis undertaken to identify potential products for interregional trade development. Completed proposal for a three-year project.

Project title, number and source of financing	Description	Activities/Achievements
INTERREGIONAL PROJECTS		
Global Trust Fund/Window I	Contributions under the GTF's Window I are for unspecified purposes and are allocated by the ITC secretariat. They are used primarily to finance technical expertise and programme development activities in the priority areas agreed by JAG.	In addition to essential inputs for the strengthening of ITC's expertise and programmes, as reported in the document ITC/AG/(XXX)/162, these funds financed missions by ITC staff or consultants in response to specific requests for participating in programme development work at country level. Project formulation missions were undertaken in ASEAN countries, Botswana, China, Côte d'Ivoire, Cuba, Eritrea, Ghana, Jamaica, Kenya, Lesotho, Nigeria, Pakistan, Peru and Swaziland.
Global Trust Fund/ Window II. Uruguay Round Follow-up: Information Dissemination, Needs Analysis and Capacity-building. INT/W2/01.	The programme responds to requests from the business community for orientation on the practical implications of the multilateral trade system for their business operations. Drawing on expertise from all substantive ITC units, information events are organized in cooperation with partner institutions in developing countries and economies in transition. Round tables bring together public-sector officials and business leaders to identify priority areas of concern resulting from the changes introduced by the new trade system. Practical guides, technical notes and other presentations and training materials are developed to serve as background materials for the seminars and as reference material for national consultants and trainers. Trainer training and pilot activities will strengthen capacity to improve information flows to the business community on Uruguay Round issues.	In 25 *Business Guide* seminars, ITC - in close cooperation with specialists from WTO - reviewed the practical consequences of the Uruguay Round agreements from a business perspective. Seminars were held in Benin, Bolivia (2 seminars), China, Côte d'Ivoire, Ecuador, Fiji, Guyana, Islamic Republic of Iran, Jamaica, Jordan, Kenya, Lithuania, Malawi, Nepal, Pakistan, Peru, Philippines, Poland, Romania, Senegal, Syria, United Republic of Tanzania, Yemen and Zambia. In 35 technical workshops, ITC specialists presented and discussed specific aspects of the new world trading system. Workshops were held in Argentina, Botswana, Cameroon, Colombia (2 workshops), Djibouti, Guyana, India, Jamaica (3 workshops), Kenya, Malaysia (2 workshops), Malawi, Mali, Nicaragua, Pakistan, Panama, Poland, Senegal, South Africa, Sri Lanka (2 workshops), Thailand (2 workshops), Uganda, United Republic of Tanzania, Uruguay, Viet Nam (4 workshops), Zambia and Zimbabwe. Background materials and technical notes were developed to address areas of priority concern to the business community in developing and transitional economies. Priority needs were identified in the round tables held during the 60 information dissemination events. The shift in the programme's 1997 focus from general business issues towards more specialized and product-oriented information reflects the needs expressed throughout 1996. [*See* also ITC/AG(XXX)162.]

Project title, number and source of financing	Description	Activities/Achievements
Global Trust Fund/Window II - Support to Business Information Services within the Global Framework of UNCTAD's Special Programme on Trade Efficiency (SPTE). INT/W2/02.	The programme has five components: information management (field advisory missions and guidebooks); development of tools and standards (compilation and design of appropriate standards for data interchange, development and testing of application software); dissemination of MNS reports (through agents/distributors, Trade Point network and new telematic services); data exchange (through Internet Web sites and CD-ROMs); training in business information (training seminars and materials).	Activities by component. Organized advisory missions and meetings covering 35 Trade Points; issued and disseminated a guide on methods for assessing users' needs. Issued two documents on relevant standards and codes, and on a standard format for company registers (COMREG); designed and tested an application software for managing company information. In parallel with the overall MNS evaluation, investigated and tested new approaches and methods for disseminating MNS reports. Developed a virtual exhibition on the Internet for the promotion of artisanal products from developing countries, in cooperation with ITU, UNCTAD and UNESCO. Prepared a syllabus and organized training programmes for 32 persons; iniated a survey of training materials. [*See* also ITC/AG(XXX)162.]
Global Trust Fund/Window II - International Competitiveness Programme for Export-oriented SMEs. INT/W2/03.	The central idea is to address the information, training and advisory service needs of small and medium-sized exporting enterprises in improving their export competitiveness and sustainability. The programme is based on the technical assistance "product and network" approach under which the tools and aids (e.g., learning tools and systems, diagnostic tools and practical guides, supported by operational research activities) developed are generic in nature, have a wide area of application and yet are designed to be customized to the specific needs of individual countries and industry sectors. This approach will be pursued through a network of multiplier organizations in partner countries, e.g. business associations, trade promotion agencies, chambers of commerce and training institutions.	**Learning tools and systems.** After field consultations, finalized the themes, structure and outlines of a comprehensive set of five issue-based generic training modules as part of the Global Competitiveness Curriculum; held discussions on arrangements for national adaptation and delivery with potential national partners, initially in Southern Africa and Central America and possibly in Eastern Africa. **Diagnostic tools.** Completed the paper model of the International Competitiveness Gauge; invited offers for subcontracting arrangements for prototype development and trial installation in Argentina, India and South Africa. Conceptualized IPSM tools and worked out subcontracting arrangements. Began work on the Export Fitness Checker, a diagnostic tool for enterprises and business advisers. **Practical guides.** Finalized guides on *Approaching Financial Institutions* and on the establishment and operation of *Export Trading Houses*. Finalized the process manual and generic version of *Trade Secrets: The Export Answer Book*; obtained confirmation of interest from partner institutions in Brazil, India, Kenya, Philippines, Viet Nam and Zimbabwe in adapting the book at the national level. **Research.** Survey on computer and multi-media usage in developing countries has been completed (44 countries in Asia, Africa and Latin America, 70 institutions and over 500 exporting SMEs have been surveyed). [*See* also ITC/AG(XXX)162.]

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Sectoral Support. INT/83/X62. UNDP.	Funds were allocated by UNDP to enable ITC to respond to requests from governments or regional organizations for advisory services or programme formulation.	Carried out advisory or programming missions in: Angola, Argentina, Brazil, Côte d'Ivoire, Egypt, Eritrea, Gambia, India, Indonesia, Jamaica, Kazakstan, Kenya, Kyrgyzstan, Latvia, the Mekong River Basin, Moldova, Morocco, Mozambique, Nigeria, Palestine, Papua New Guinea, Peru, Philippines, Russian Federation, SAARC region, Slovenia, South Africa, Syrian Arab Republic, Thailand, Tunisia, Turkey, United Republic of Tanzania, Uruguay, Uzbekistan, and Zimbabwe.
Coordinated Leather Industry Assistance (CLIA) Monitoring Capability, Phase I: Africa. INT/47/57. Netherlands.	Monitoring and coordination of technical assistance activities in the leather sector in Africa (at present, over 30 cooperation agencies are concerned).	Published CLIA bulletins nos. 1 & 2; produced *Africa Leather Trade Directory*; carried out development activities for the All-Africa Leather Convention & Trade Fair during a conference in Nairobi; carried out MNS promotion activities.
Conseiller en gestion des approvisionnements importés. INT/27/06. France.	Improvement of purchasing and supply management operations in selected francophone countries; development or strengthening of local training capability.	Trained future trainers in purchasing and supply management in Tunisia; strengthened Tunisian purchasing association; developed procurement and supply management training modules in French; trained purchasers in Viet Nam.
Import Operations and Techniques. INT/80/83. SIDA.	Development of technical materials in international purchasing and supply management to support training and consultancy activities at the national level.	Carried out development work on IPSM modular training pack and training pack on negotiations in import management
Market Development Advisory Services for Agro-based Products. INT/24/48. Denmark.	Providing essential advisory support and technical cooperation in market research and development for processed fruit and vegetables, and fish and fishery products.	Published market survey on processed tropical fruit in Europe and North America. Disseminated findings through product-related international events and trade-related media. Provided marketing advice to African exporters during buyer-seller meeting in South Africa. Advised developing countries on the most appropriate marketing strategies for the export development of agro-based products. Technical backstopping of ITC projects.
Export Development Support to Selected Developing Country Enterprises Producing/ Exporting Edible Groundnuts with Special Focus on Aflatoxin. INT/50/40. Norway.	The project is part of ongoing ITC assistance to developing country producers-exporters of edible nuts, particularly groundnuts. Its emphasis is on advising on aflatoxin ceilings and other important market requirements.	Updated market survey on edible groundnuts in selected European markets. Finalized a technical paper for exporters in developing countries on quality control and aflatoxin prevention in groundnuts. Technical backstopping of exporters of edible nuts in developing countries to enable them to meet the exacting standards imposed by developed countries.

Project title, number and source of financing	Description	Activities/Achievements
Coffee Export Seminars and Management Consultations at Enterprise Level in Coffee Producing/Exporting Countries. INT/50/41. Norway.	Training of coffee exporters and other coffee sector staff in coffee export marketing and management to improve the performance of the sector. Basic materials: ITC's *Coffee: A Trader's Guide* and its *Supplement*.	Carried out seminars and provided direct practical management advice in Ethiopia, Uganda and Zambia for about 130 participants, and in Bolivia and Peru for about 200 participants (one week in each country).
Product and Market Development of High Value-added Coir Products with Special Reference to Rubberized Coir and Coir Textiles. INT/73/01. Common Fund for Commodities.	Undertake a market survey on selected coir products in Europe, Japan and the United States. Carry out product development work and provide assistance in exporting.	Carried out market research and issued market survey on value-added products such as rubberized coir, geotextiles, needle felt and pith; held dissemination workshops in Sri Lanka and India. Identified suitable partners for product development work. Prepared technical brochures and advice on market promotion.
Integrated Export Development Support to Selected Enterprises in Developing Countries Exporting Products of Natural Rubber. INT/47/26. Netherlands.	The 1996 phase of this multi-year project concentrated on expanding South-South trade in value-added rubber products and exploring intra-African market opportunities.	Presented a paper entitled "An overview of the fast emerging markets for rubber goods in developing countries" to the International Rubber Forum of the International Rubber Study Group in Thailand. Developed a database on importers of rubber products in the European Union for testing and finalization in 1997. Completed market research on Cameroon, Côte d'Ivoire, Ghana, Kenya and Nigeria. Initiated research work in India and Sri Lanka for the preparation of supply studies on selected rubber products.
Global Development of the Rubberwood Industry, Phase II. INT/47/55. Netherlands.	Providing essential support to rubberwood-producing countries to strengthen their development strategies, while promoting increasing knowledge and utilization of rubberwood products in major import markets.	Generic promotion and market development activities in major importing countries, notably through the organization of rubberwood promotional exhibits in a specialized trade fair (the Valencia International Furniture Fair) for participants from developing countries. Organized Forum on Investment Opportunities in Cochin (India) for over 200 participants. Programmed regional and country-level sectoral support to selected Asian producers. Produced promotional materials and visual aids in five major languages.
Market News Service for Cut Flowers and Tropical Ornamental Plants. INT/47/49. Netherlands.	To produce MNS reports and market intelligence on cut flowers and plants; maintain database of relevant addresses; backstop ITC product-related projects.	Produced 46 weekly reports on cut flowers for the Asian, European and North American markets. Issued fortnightly reports on young tropical ornamental plants, producing on request historical data, other information and lists of addresses of importers, exporters and others in the trade.
Market News Service for Pharmaceutical Raw Materials. INT/80/88 (SIDA) and INT/85/01 (WHO).	To promote transparency in the markets for pharmaceutical raw materials and to help producers of essential drugs in developing countries to import raw materials at affordable prices.	Issued 12 reports on about 100 raw materials in different therapeutic groups, providing current world market prices, commercial data and information on trends.

Project title, number and source of financing	Description	Activities/Achievements
Export Development Support to Selected Developing Country Enterprises Producing/ Exporting Wheelchairs for the Disabled. INT/61/60. Switzerland.	Expansion of exports of wheelchairs from cooperating developing countries and participating enterprises, alleviating the lack of moderately priced mobility aids for the disabled in developing countries.	Produced export documentation kit. Organized executive marketing programme for representatives of cooperating enterprises from Pakistan. Designed and published promotional materials. Issued ITC newsletters on the project. Generated purchase inquiries from Africa, Asia, Latin America and North America for more than 300,000 units for the next few years.
Advisory Services on Quality Management for Export. INT/24/50. Denmark.	Provision of direct technical advisory support, information and training to government and business bodies, and enterprises on the quality aspects of trade promotion and development, including environmental and Uruguay Round issues (TBS/SPS Agreements).	Fact-finding, programming and advisory missions undertaken in Abu Dhabi, Eritrea, Ethiopia, Kenya and Malawi, and formulated projects and assistance activities. Conducted training missions in Argentina, Jamaica, Nicaragua, Panama, Uruguay, Botswana, Malawi, South Africa, Zambia, Zimbabwe, Malaysia and Viet Nam. Some of these missions were carried out on a regional basis and in collaboration with WTO and ISO, the main subjects being the TBT and SPS Agreements and ISO 9000 dissemination. Produced the training/dissemination manual "Eco-labelling and other environmental quality requirements in textiles and clothing" and the publications *ISO 9000 Quality Management Systems - Guidelines for Enterprises in Developing Countries* (issued jointly with ISO) and *Applying ISO 9000 Quality Management Systems*. Prepared and disseminated seven *Export Quality* bulletins (in English, French and Spanish) on subjects including eco-labelling and environmental management (ISO 14000 standards).
Legal Aspects of Foreign Trade. INT/27/04. France.	Improve access to legal information and legal texts; develop training and advisory capacities on legal aspects in developing and transition economies.	Made legal information available through the JURIS database to 110 developing and transition countries, of which 85 had access to JURIS via the Internet. Organized training seminars in Argentina, Brazil, Uruguay, Djibouti and Romania for 350 legal personnel and enterprise managers.
Technical Cooperation with Developing Countries on the Negotiation of Export and Import Contracts. NT/29/71. Germany.	Improvement of training and advisory facilities in developing countries to assist exporters and importers in the negotiation of export, import and ancillary contracts.	Issued training materials on "Payment" and "Insurance and transport in international sales contracts" and disseminated these to 100 developing countries. Held seminars-cum-practical assistance events in Ghana, Namibia and Yemen for about 100 exporters and importers.
Special Programme for Safe and Environmentally Acceptable Export Packaging. INT/29/73. Germany.	Assists exporters, packaging suppliers and support organizations, especially in LDCs, to adapt to regulatory and other initiatives affecting packaging, such as eco-packaging and eco-labeling measures in target markets.	Assisted pilot eco-packaging activities in Columbia, India, Jamaica, Malawi and Zimbabwe by participating in environment committee meetings and training events. Prepared eight eco-packaging documents, and a chapter on the environment for a food packaging trainers' manual.

Project title, number and source of financing	Description	Activities/Achievements
Export Financial Services. INT/37/09. Italy.	Aims at enabling medium-sized enterprises, particularly non-traditional exporters, to have better access to finance and to become competitive in a global market. To be achieved by strengthening financial institutions and introducing proven mechanisms to support trade financing in the private and public sectors. Also aims at building up the skills of exporting enterprises in the financial field.	For Eritrea, Ethiopia, the United Republic of Tanzania, Albania and Hungary, carried out export financing surveys and made related recommendations. Held seminars and other capacity-building events for 180 decision-makers from governments, banks and enterprises in Central and Eastern Europe, the Baltic States and the Syrian Arab Republic. Finalized the terms of a joint cooperation agreement with the Africa Export-Import Bank in Cairo on the exchange of information and experiences and joint capacity-building activities. Issued "Short-term lending: A practical guide for SMEs on how to approach financial institutions". Prepared a publication on the financing of exports from developing and transition economies.